



Sachini Dilanka

Luxury Strategy Specialist.

📍 London, UK

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Links

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Languages

English (Fluent)

About

10+ years of consulting experience in Fashion Technology space. E-commerce and Business Strategy Specialist.

BRANDS WORKED WITH

- Algolia
- Attraqt
- Keating Finance
- Keating Group
- Sachini

Experience



● Luxury Strategy Consultant

Sachini | Aug 2022 - Now

Helping brands build strategy roadmaps, create strategic and tactical plans, and provide liaison with key luxury brands, shareholders and investors

Defining company markets, identifying industry trends, and creating strategies for improving performance and revenue

Assisting the brands with complex operational and financial challenges and helping businesses remain competitive by analysing business practices and devising strategies for improvement



● Solutions Consultant

Algolia | Jan 2022 - Jul 2022

Partner closely with account executives to lead annual contracts by understanding the needs, and mapping them to Algolia capabilities

Connect with software engineers, architects, business users and C-level executives to establish technical credibility, project feasibility and prove business cases

Work with the internal product and engineering teams to push our product to the limit and feedback on how it stands up in the field



● Lead Consultant - Global Luxury

Attraqt | Apr 2020 - Dec 2021

Driving the pre-sales and sales deals of the luxury sector - Led many luxury pre-sales deals and contributed to Sales in different stages. Some key clients include Estée Lauder Group, Burberry, Swarovski, Watches of Switzerland and Farfetch.

Performing strategic reviews with customers, increasing breadth of engagement in the account to approach with partnerships and upselling opportunities

Expansion of ARR within the accounts through the adoption of new modules

Providing strategic advice (technical, business and optimisation) to luxury sector clients (Selfridges, Chanel, Hermès, Galeries Lafayette, Burberry and more)

The key implementation consultant for luxury clients, helping them to identify and formulate plans to optimise online presence in a strategic manner using our tools and solutions

Being the representative for feature requests and innovation from luxury clients to represent them in product roadmap prioritisation.

Gaining insight into the future strategic direction of major Luxury Brands and feeding this back into the product team

Advising on and being part of the luxury client website development roadmaps, and coordinating with the development teams



● Technical Consultant

Attraqt | Jun 2018 - Apr 2020

Managing E-Commerce Fashion clients such as Selfridges, Chanel, Hermès, JD Sports, Missguided, Al Tayer Group, The Kooples and more in the integration of the Fredhopper solution in the core of their e-commerce ecosystem

Gathering requirements and designing the implementation to meet client's business and technical needs



Assisting pre-sales with creating PoCs, onsite demos and project scoping
Training new consultants and delivering internal training programs
Delivering technical and business-oriented training programs related to the solution and tools

● Director

Sachini | Aug 2015 -

SACHINI is a luxury fashion and beauty blog and social media establishment started in 2015
Blog: <https://www.sachini.co.uk/>
Instagram: <https://www.instagram.com/sachinidilanka/>
Helping brands bring their branding and marketing vision into reality through digital strategies using content, advertising, story-telling and through various social media channels by reaching the right audience
Working closely with international luxury fashion and beauty houses and PR agencies to create product and services campaigns. Clients include Farfetch, Dior, Christian Louboutin Beauty, Laura Mercier and more

● Project Manager

Keating Group | Jun 2015 - Jun 2018

Led the delivery of projects within multiple organisations, mainly in the space of Foreign Exchange (FX), Digital Currency and Futures trading.
Managing the requirement pipeline - Communicate project updates and resourcing requirements to the project board
Produce project related documentation including project plans, business change documentation, prioritized business requirements, status reports, project proposals, etc.
Manage day to day issues associated with successful delivery which will include project prioritization, resource constraints, change control and dependencies within the team
Staff management - Providing strategic management and accountability for the delivery of Application Development, Integration and Testing across a range of teams including Software Development, Integration and Testing. Also carried out the staff managing, including hiring, mentoring, guiding and carrying on performance reviews
Project Board, CEO and Senior Management - Work in a cross-functional environment to gather findings/results from various solutions being considered for implementation and presenting to senior management to enable decision making

● Software Developer - Financial solutions

Keating Finance | Aug 2011 - Jun 2015

- Worked on 2 software applications: Financial Screener and a Portfolio Management System with real-time portfolio management, historical data simulations, financial data analysis, building ranking system creation, reporting and meta-analysis of singular factors
- Applications were written using HTML, PHP, JSP/Servlet and Java with SQL database backend
- Created more optimized versions of Data Structures, inspired by the Java collection Framework to minimize the simulation times
- Created a ranking system builder for the application which allows users to make their formulas which are enabled by the Formula Builder

Education & Training

2012 - 2014 ● University of London
Master's Degree,

2007 - 2010 ● University of Portsmouth
BSc Hons - 1st Class,